

Date:- 14th November, 2016

The Manager,
Listing Department,
National Stock Exchange of India Ltd,
Exchange Plaza,
Plot No. – C – 1, G Block,
Bandra – Kurla Complex,
Bandra (East),
Mumbai – 400051

The General Manager,
Department of Corporate Services,
BSE Ltd.,
1st Floor, New Trading Ring,
Rotunda Building,
P.J. Towers,
Dalal Street, Fort,
Mumbai – 400001

The Secretary,
The Calcutta Stock Exchange Ltd,
7, Lyons Range,
Kolkata – 700001

Dear Sir,

Sub:- Intimation of Schedule of Investors' Conference

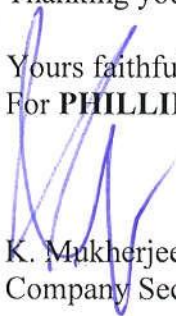
This is to inform you that the Company intends to attend the following investors' conference:

Date of Conference	Particulars	Place
16 th November, 2016	IDFC Annual Investor Conference	Mumbai

With regard to the same, we are attaching herewith the Investors' Presentation for the month of November' 2016 to be circulated by the Company in upcoming Investors' Meets.

Thanking you,

Yours faithfully,
For **PHILLIPS CARBON BLACK LIMITED**


K. Mukherjee
Company Secretary and Chief Legal Officer

Encl: As above

Phillips Carbon Black Limited



www.pcblttd.com

November 2016
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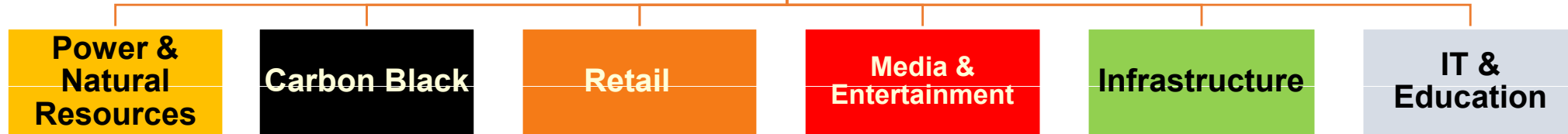
A trusted **Global** player providing cutting edge solutions to our **Partners** and an exciting workplace to our **People**

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RP- Sanjiv Goenka Group Companies

RP- Sanjiv Goenka Group



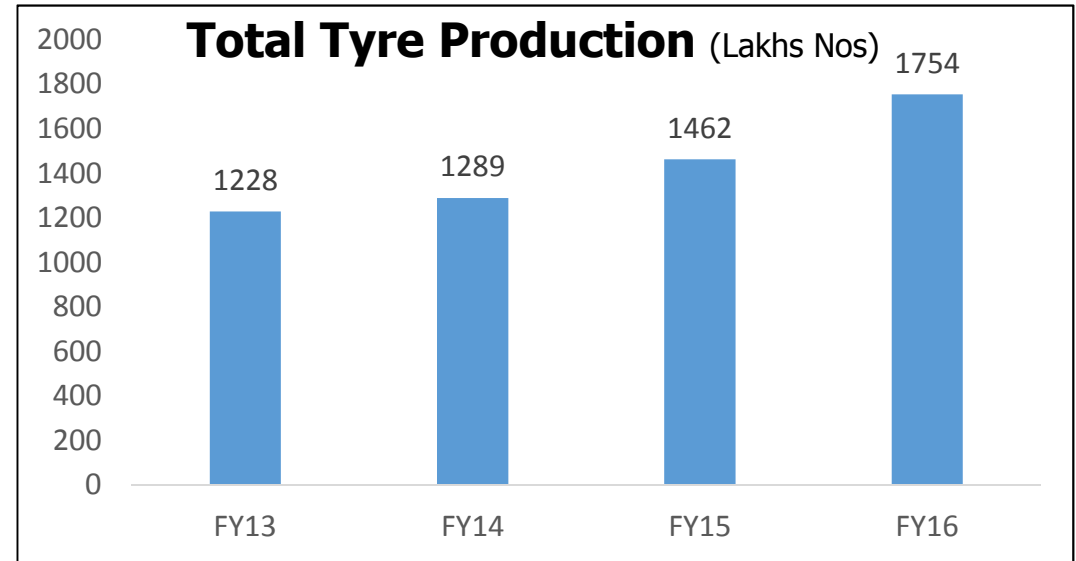
Financials of Group companies

(Rs. bn)

	Gross Revenues (FY`16)	EBIDTA (FY`16)	Net Profit (FY`16)	Current Market cap (appx)	Promoter Holding	Institutional Holding
CESC	66.16	17.21	7.07	83	50%	42%
Firstsource Solutions	32.30	4.05	2.65	30	56%	19%
Spencer`s Retail	18.65	(0.53)	(1.42)	-	100%	-
Haldia Energy	17.20	9.01	2.32	-	100%	-
Crescent Power	1.60	0.80	0.43	-	100%	-
Surya Vidyut	0.45	0.41	0.05	-	100%	-
Quest Properties	0.91	0.45	0.09	-	100%	-
Phillips Carbon Black	19.13	2.30	0.23	8.5	54%	10%
Saregama India	2.15	0.25	0.08	4.2	59%	18%
Harrisons Malayalam	2.85	(0.30)	(0.45)	1.4	50%	5%
DIL – Chandrapur <i>(Not fully operational)</i>	1.15	(0.58)	(5.89)	-	100%	-
Noida Power	10.05	2.76	1.20	-	73%	-

Indian Tyre Industry Overview

- 39 tyre companies
- 60 tyre plants
- 11 ATMA member companies
- Rs. 55,000 crs tyre industry turnover in India
- Rs. 10,500 crs tyre exports from India
- 12% CAGR in last five years



Tyre Capacity Addition

Company	Segment	Additional capacity	Year of completion
Apollo tyres	MHCV	1,058,500 tyres p.a.	FY17
CEAT LTD	2/3 wheelers	1,200,000 tyres p.a.	FY17
Michelin India	MHCV	1,700,000 tyres p.a	FY20

CB Growth Drivers & Risks

Growth Drivers

- Economic growth driving demand in automobile, construction, electronics sectors
- Tyre capacity addition in Asia
- Long term business tie-up with global tyre customers
- Growing “Specialty Black” business
- Moving up the value chain in product portfolio

Key Risks

- Volatility in crude price
- Competition from Global CB players in China, Korea, Russia

Current CB Industry Trend

- Lower feedstock prices owing to drop in crude prices
- Fall in CB imports in India on account of anti-dumping duty
- Better capacity utilization of domestic CB companies
- Reduction of Chinese dominance in global CB markets on account of higher coal-tar prices

Phillips Carbon Black - at a Glance

Business

- Largest producer of Carbon Black in India and 7th largest in the World

Capacity

- CB Capacity of 4,72,000 MT p.a. across four locations in India
- Co-Generation Power Plant at each location aggregating 76 MW

Customers

- Leading tyre companies around the globe

Exports

- International market presence in 30 countries
- Largest Exporter of CB from India

Awards

- “Top Exports” award received in 2015-16 by AIRIA

Certifications

- ISO/TS16949:2009, ISO9001: 2008, ISO14001: 2004, OHSAS18001:2007

Stock Listed on

- BSE (Code – 506590); NSE (PHILIPCARB)

Business Profile

■ Market Leadership

- Largest producer of CB in India
- Ranks 7th globally by Capacity

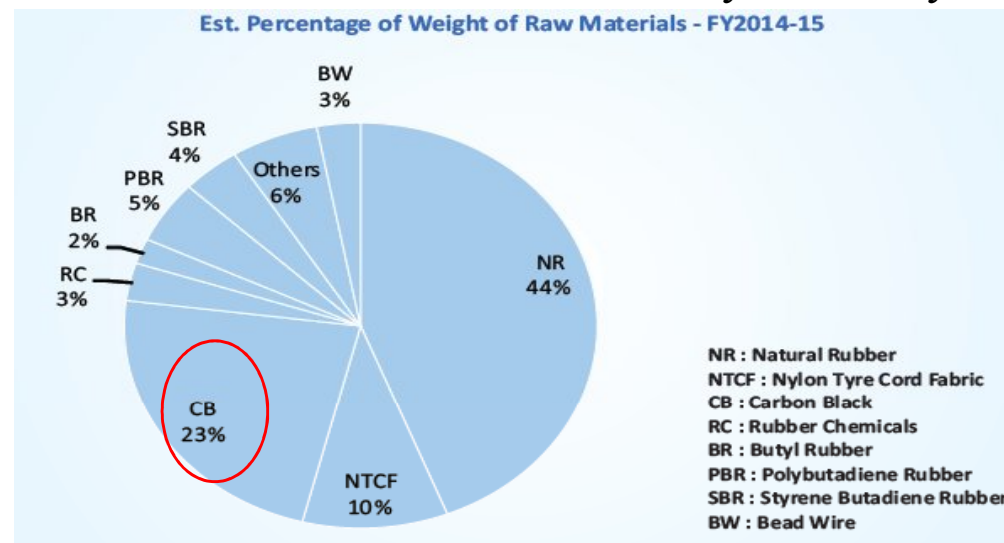
■ Product Mix

- Largest Product Portfolio of CB in India
- Presence in Specialty Black (Applications in plastic, ink, coatings, etc)

■ Value creating business model

- Focus on Specialty Black
- High performance Rubber Blacks
- Co-generation of Green Power

CB is a critical raw material for Tyre Industry



Source : ATMA

Current installed capacity for CB & CPP

Sl.No	Location	CB (MT)	CPP (MW)
1	Durgapur, W.Bengal	1,47,000	30
2	Mundra, Gujarat	140,000	24
3	Palej, Gujarat	95,000	12
4	Kochi, Kerala	90,000	10
Total		4,72,000	76

PCBL Journey

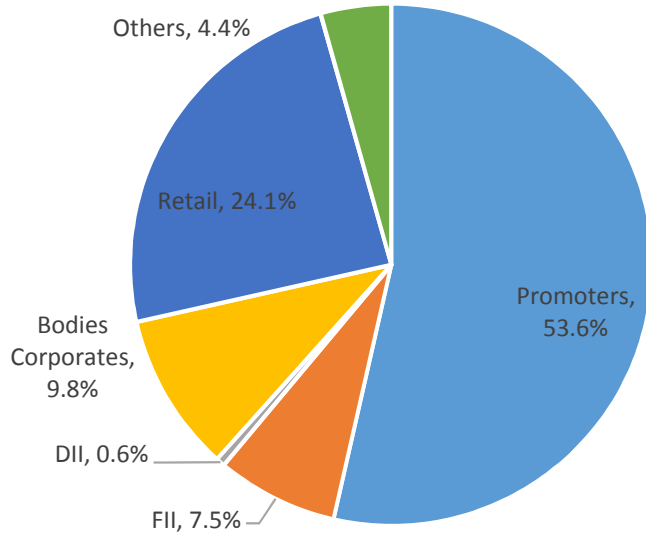


1960 - 2004

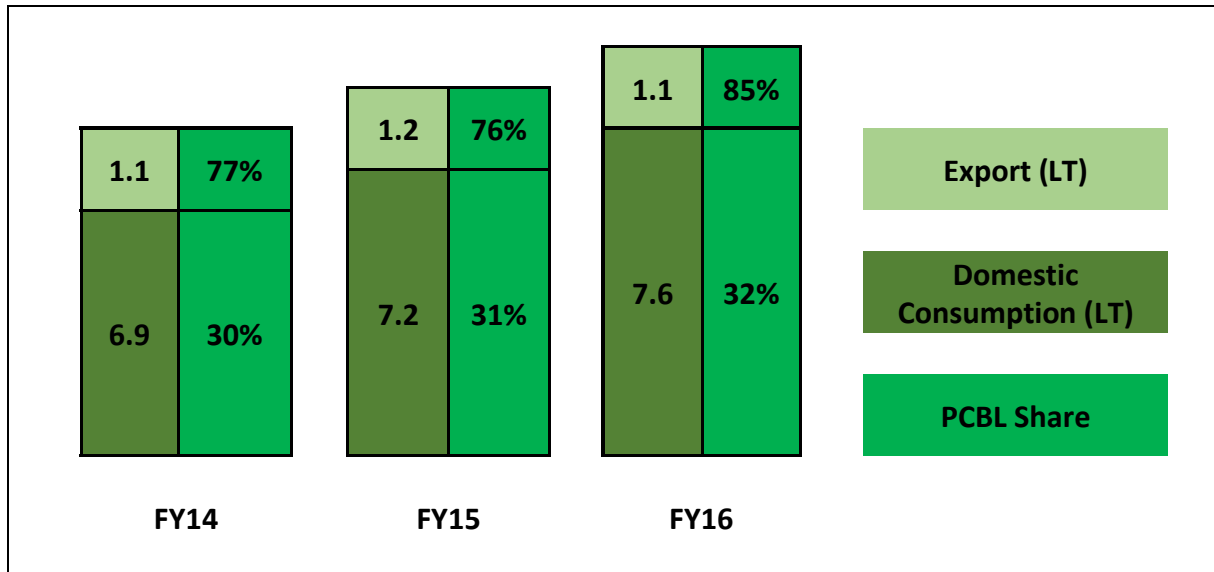
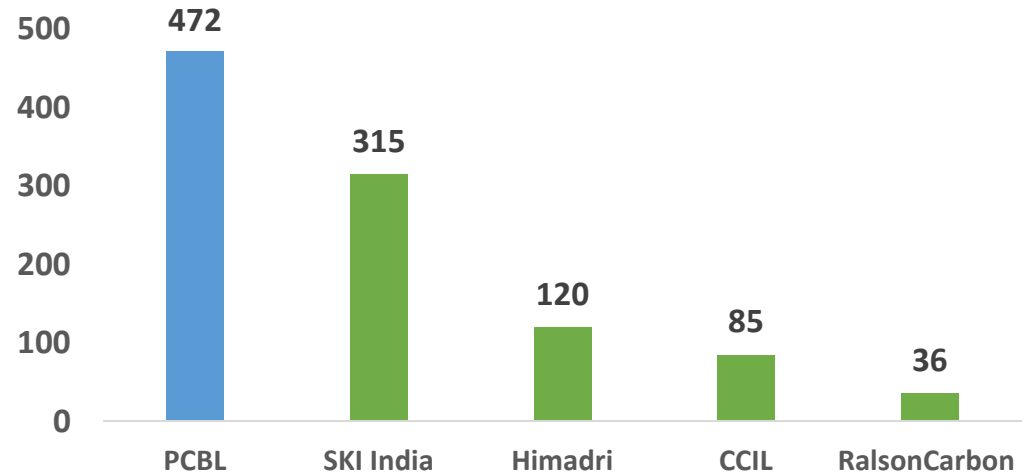
- Started with Phillips Petroleum Co. USA at Durgapur : 14 KT capacity
- Technical collaboration with Columbian Chemical : 78 KT
- Acquisition of CB division of Gujarat Carbon Ltd : 103 KT
- Amalgamation with Carbon & Chemicals, Ltd , Kochi : 143 KT



Shareholding Pattern as on Sept'16

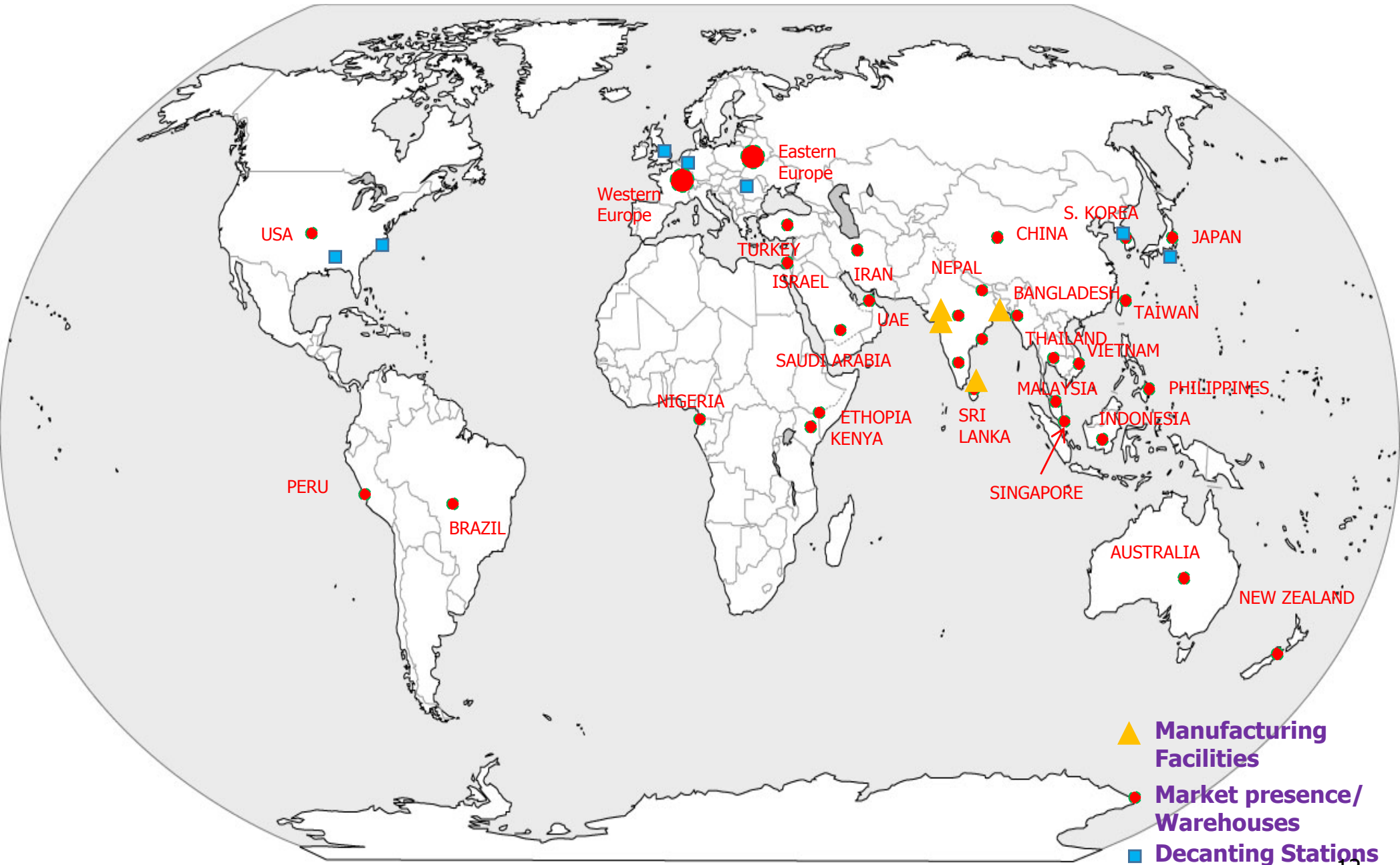


Domestic Positioning in Capacity (KTPY)



Market Share – Domestic and Export (Lakh MT)

Source : Notch, PCBL estimates



Leading Customers























AND MANY MORE ...

Investment Outlook

1

Strong brand positioning in global markets

2

Expanding portfolio mix towards high value products

3

Leading speciality black player in India

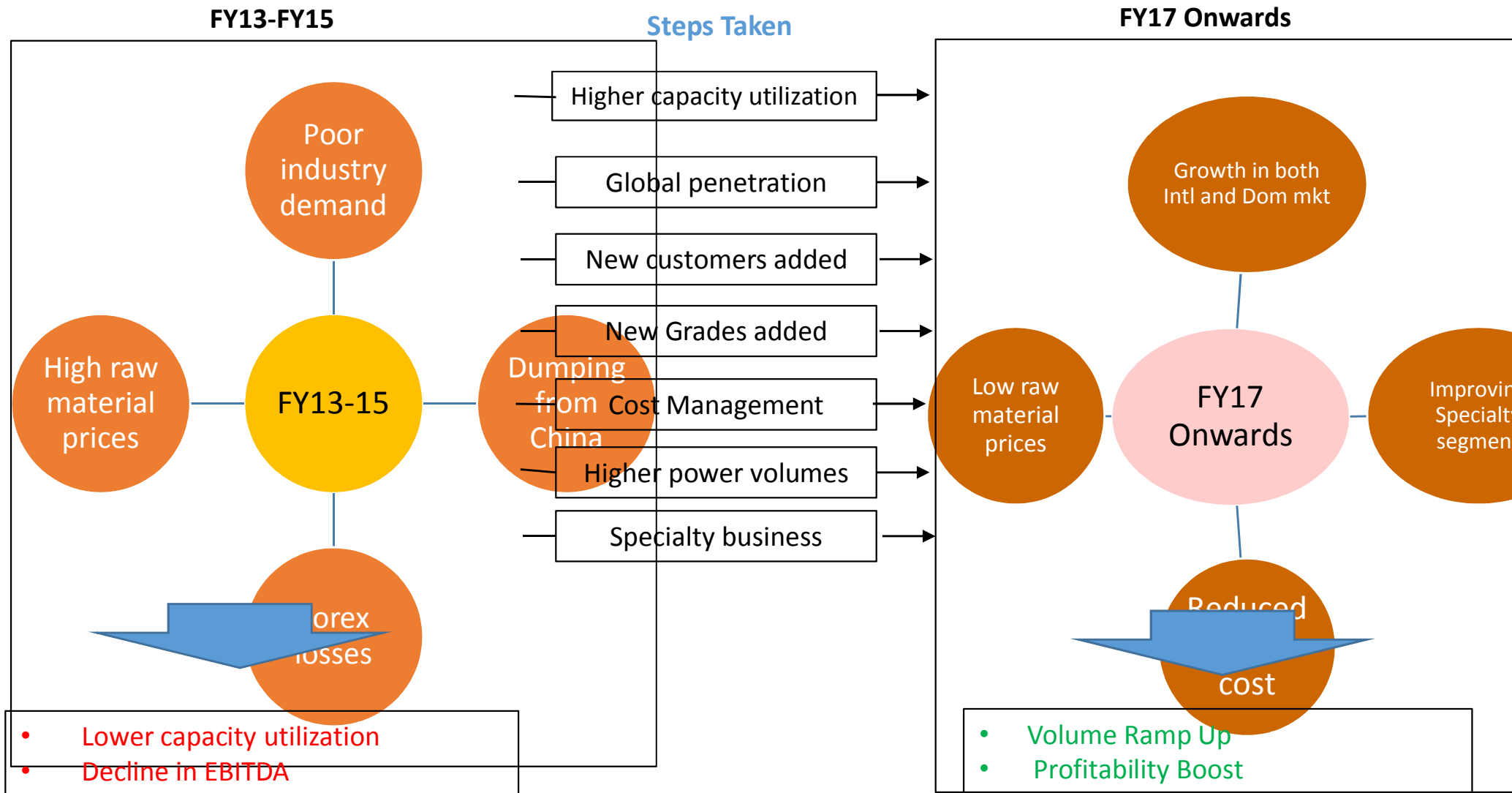
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State of art Research & Development centre

5

Manufacturing facilities & virtual plants strategically located near customer locations

Business Acceleration Underway



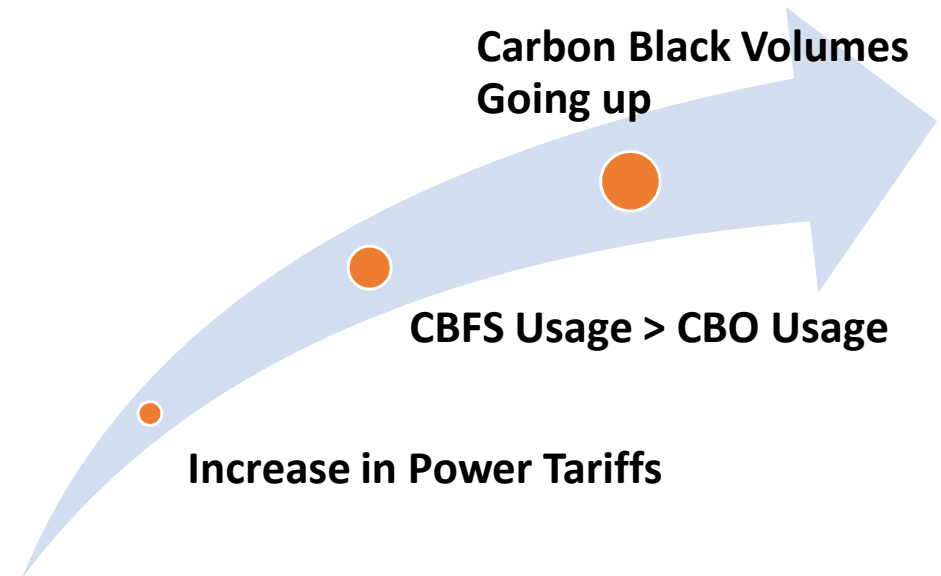
Accelerating contribution by power segment

	FY14	FY15	FY16
CB Production (MT Lakhs)	2.89	3.12	3.32
Power Generation (MU)	346	342	372
Power Export (MU)	204	199	225
Power Sale (Rs Crs)	65	69	77
Power EBITDA (Rs Crs)	48	49	45

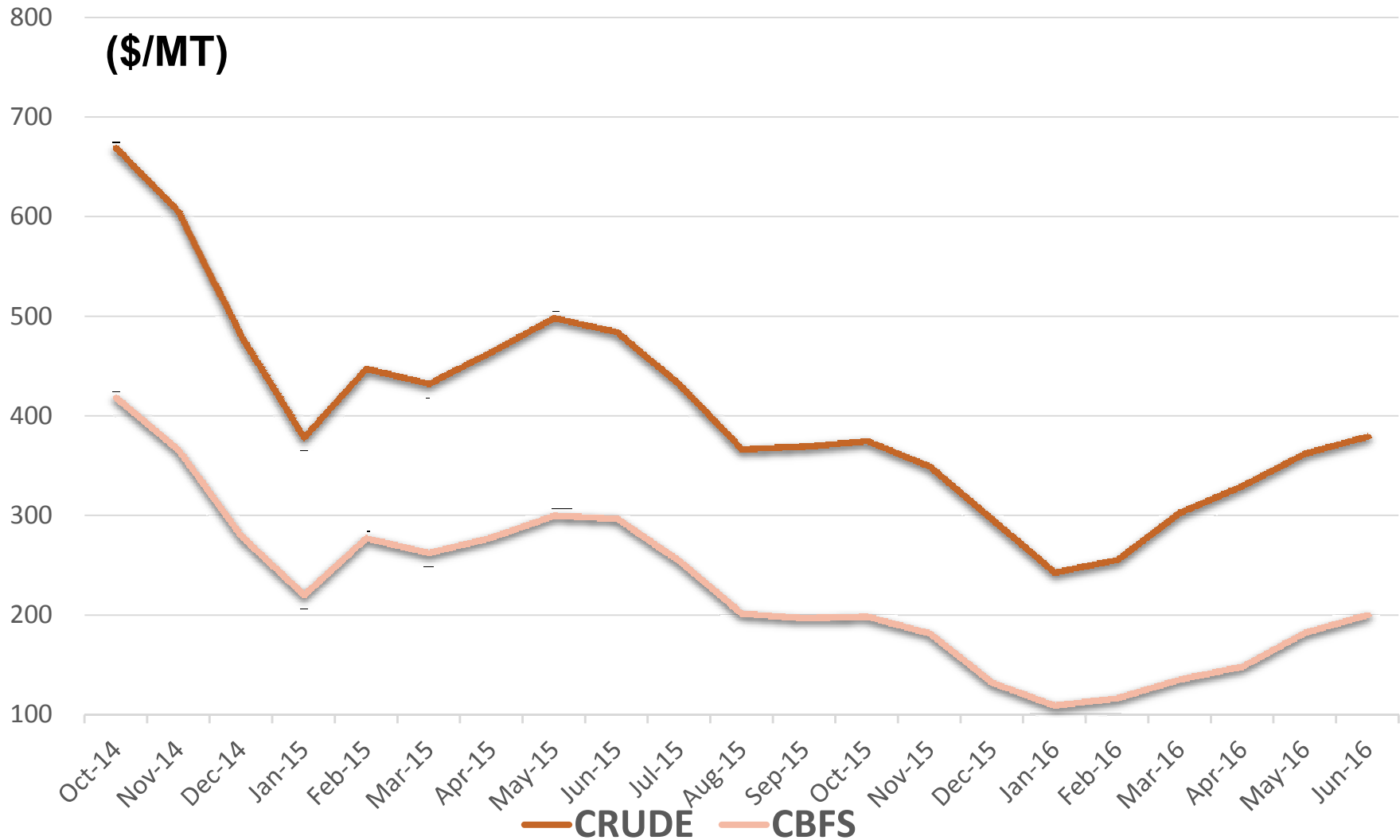
Approximately 40% of power generated is used to meet captive requirement, balance 60% is exported to grid

Growth in CB capacity utilization would increase revenue from sale of exported power

POWER BUSINESS TO GROW



Brent Crude & CBFS Price



Sales increase with focus on International market

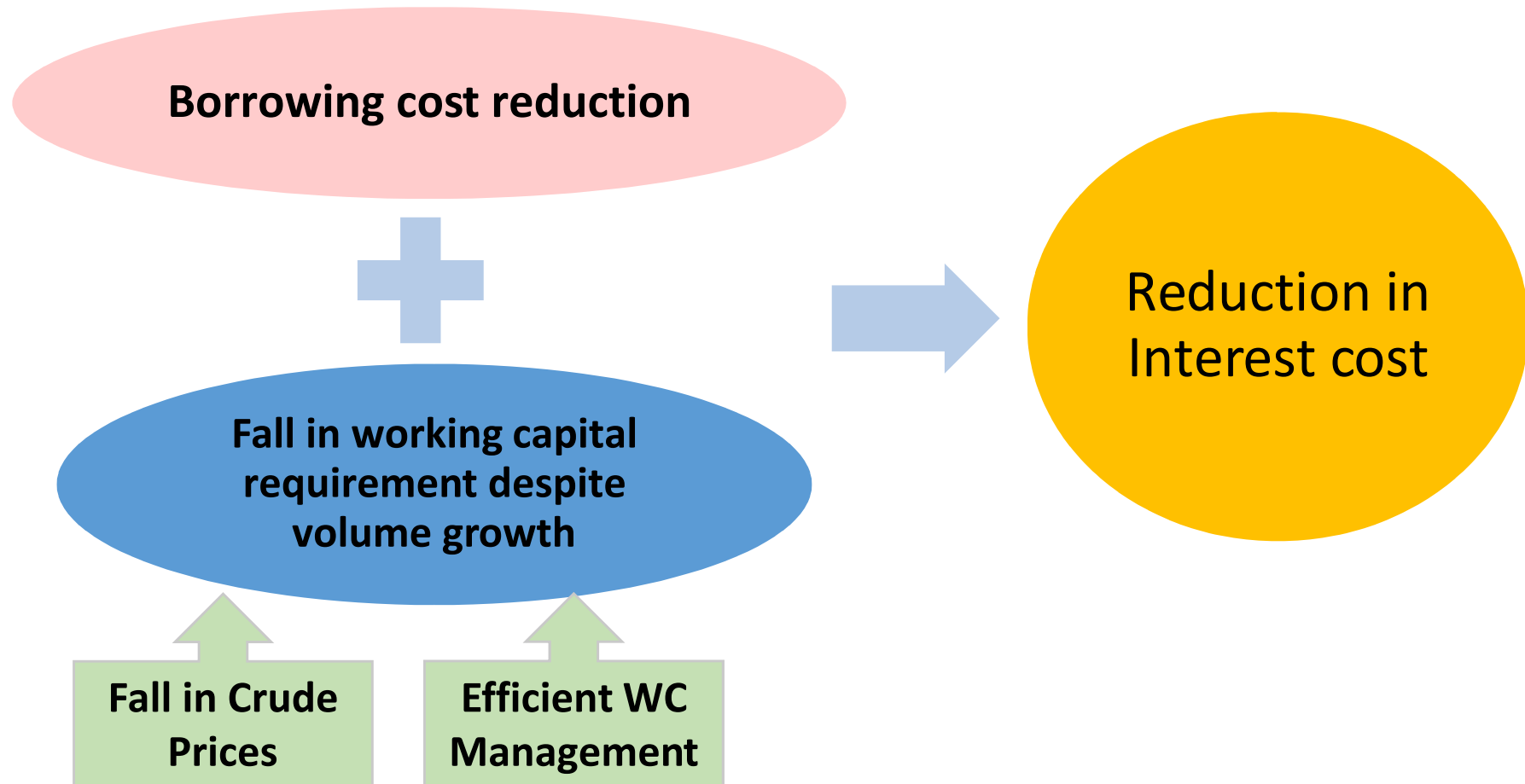
Volume Growth

- New grades of CB added in the product portfolio
- International market growth > domestic market
- Growth in tyre demand with GDP growth
- Growth in specialty business

International Market growth

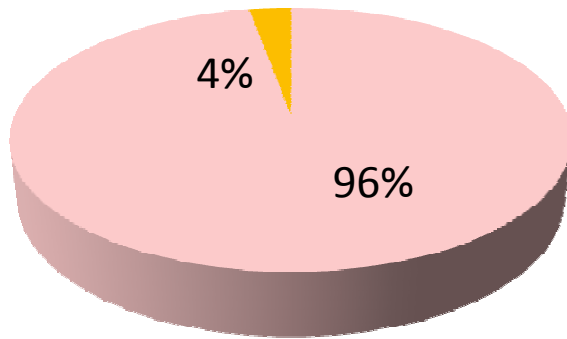
- Expansion in the customer base
- New grades added for existing customers
- Strong focus on North America and Europe
- Grades customization as per the customer's requirement
- US FDA approved grades in specialty product portfolio

Reducing Finance cost



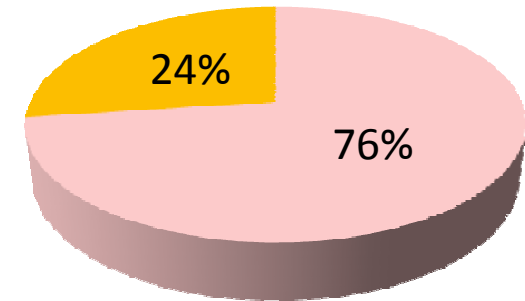
Financial Overview

Revenue Split (%) : FY16



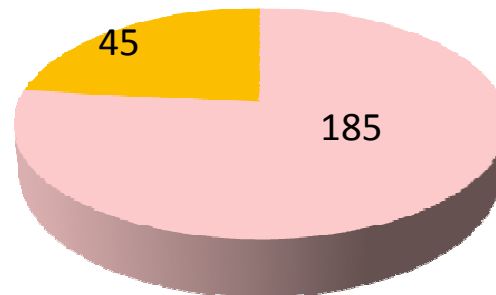
■ Carbon Black ■ Power

CB Revenue Split (%) : FY16



■ National ■ International

EBITDA Split (Rs. Crs) : FY16



■ Carbon Black ■ Power

Quantitative Summary

Particulars	Q2FY17	Q1FY17	% Change (QoQ)	Q2FY16	% Change (YoY)
Production (MT)	96,647	92,407	5%	82,523	17%
<i>Capacity Utilization(%)</i>	94%	90%	4%	80%	14%
Total Sales Volume (MT)	96,981	95,532	2%	82,444	18%
Domestic (MT)	72,835	76,430	(5%)	59,387	23%
Export (MT)	24,596	19,102	29%	23,057	7%

Particulars	YTD Mar FY16	YTD Mar FY15	% Change
Production (MT)	332,038	311,823	6%
<i>Capacity Utilization(%)</i>	81%	76%	5%
Total Sales Volume (MT)	335,146	313,562	7%
Domestic (MT)	242,621	227,150	7%
Export (MT)	92,525	86,412	7%

Financial Summary

Particulars	Q2FY17	Q1FY17	% Change (QoQ)	Q2FY16	% Change (YoY)
	Rs Crs	Rs Crs		Rs Crs	
Net Revenue	508	478	6%	506	NA
EBITDA (before forex)	74	68	9%	56	32%
EBITDA% (before forex)	15%	14%	1%	11%	4%
PBT	34	29	17%	13	161%
PAT	15	12	25%	4	271%
Power realization Rate (Rs/KWH)	2.91	2.98	(2%)	3.60	(19%)

Particulars	YTD Mar FY16	YTD Mar FY15
	Rs Crs	Rs Crs
Net Sales (incl. other income)	1913	2485
EBITDA (before forex)	230	210
EBITDA%	12%	9%
PBT	57	14
PAT	23	13
Power realization Rate (Rs/KWH)	3.4	3.5

Optimistic Future

Increase competitiveness in international market on account of lower crude price

Auto sector growth to increase domestic CB demand

Initiatives in manufacturing space yielding result

Lower working capital due to fall in raw material prices

Growth of specialty business increasing overall margins

Thank You